

# Narendran Thyagarajan

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Result-oriented creative techno commercial professional, targeting assignments in **SCM** || **Material Management** || **Procurement/Purchase/Sourcing** || **Procurement to Pay** || **Commodity Management** || **Sales order Management** ||



## PROFILE SUMMARY

- ❖ **Supply Chain Specialist** with **over 19 years** of cross-cultural experience from renowned manufacturing companies in decisive roles, delivering results to the company and clients in dynamic environment. Brings together a strong combination of deep knowledge of processes, technology & systems, with highly effective people and team management skills. Demonstrated experience in **Direct, Indirect and Capex purchases**.
- ❖ Resourceful in managing procurement of direct materials such as **Castings, Forgings, Bar Stock, Sheets & Coils, Transmission parts like Gears, Shafts, Machined BOF Parts to Print, OEM Parts, Actuation Devices, Instrumentation Parts, Fabrication, Sheet Metal parts, Subcontracting Processes** (Machining, Welding, Surface Treatment)
- ❖ Experienced in **Project Procurement**, New Product Development (**NPD**), **Strategic Sourcing, Localisation, Operative Purchasing**
- ❖ **Distinctively implemented process** in team management which resulted in -higher efficiency, agility, quick response to changing needs, data driven approach, organising and complete aligning
- ❖ Developed the **overarching procurement strategy with focus on transforming the procurement function into a value creation group** by working in collaboration with stakeholders, cross function partners, and strategic supplier alliances to generate year-over-year productivity
- ❖ Track record of developing **strategic solutions** that contributed to top-line & bottom-line improvement, significant cost reduction leading to improvement in business results
- ❖ Drove the development and cultivation of **positive business relationships with the vendors**; directed pricing and performance reviews to identify service and revenue improvement opportunities and manage costs. Good in **Vendor Management, Portfolio Management**
- ❖ A **strategist & implementer** with recognized proficiency in spearheading the team to accomplish corporate plans and goals successfully
- ❖ **Distinct profile** – proven experience in other complementing functions of Sales and Operations. Stint in client facing role as Key Account Contracts Manager has given complete alignment to both business and customer needs.

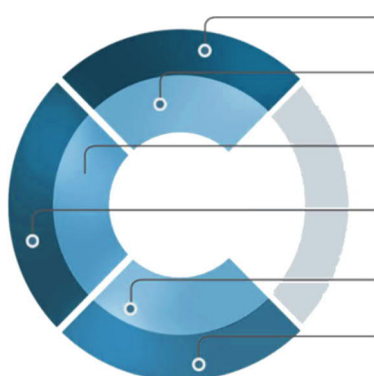


## CORE COMPETENCIES

- |                                   |  |                            |
|-----------------------------------|--|----------------------------|
| Strategic Sourcing & Localisation | Budgeting & Costing                    | Purchasing                 |
| Vendor Development.               | Project & NPD Purchasing               | Sales order Mgmt           |
| Cost & Resource Optimisation      | Process Reengineering & Transformation | Team Building & Leadership |



## SOFT SKILLS



Change Agent  
Collaborator  
Communicator  
Innovator  
Planner  
Thinker &  
Trouble Shooter



## CERTIFICATION || EDUCATION



**Bachelors in Production Technology under Faculty of Mechanical Engineering** from Anna University/Madras Institute of Technology, Chennai (Part-Time)



**Diploma in Mechanical Engineering** from Institution of Mechanical Engineers (India)

## CAREER TIMELINE

FLENDER



Since Jul'21



Aug'19-Nov'20



Nov'02-Jul'19



### NOTABLE ACCOMPLISHMENTS IN CAREER

- ❖ Secured excellent targeted material cost of sales and met budgeted cost target
- ❖ Led Planning and Materials team for industry leading development projects resulting in successful indigenisation/Import substitution for clients in Oil & Gas, Defence, Nuclear and Wind Energy sectors
- ❖ Reduced cost of Raw Material, Spares & Consumables, Packing Materials and Logistics; rationalised and standardised subcontracting charges
- ❖ Distinctively achieved First Time Quality in Vendor Development
- ❖ Successfully developed vendors for variety of BOFs, Raw materials, Critical Machining, Welding processes
- ❖ Effectively managed ramp up and ramp down of capacities at vendors in line with business needs
- ❖ Steered cost saving initiatives to help completion of projects within budget
- ❖ As Key Account manager successfully handled niche development project for international consortium, PSUs, global EPC contractors in Oil & Gas, Process, Power segments.



### WORK EXPERIENCE

**Since Jul'21: Flender Drives Pvt Ltd (part of Flender GmbH), Chennai as Team Leader- Strategic Procurement, Company is into manufacture of Gear Boxes for -Wind & Industrial**

*Leading Commodity teams – Steel & Forgings, Machining, Machined Parts (BOF), Fabrication, Sheet Metal Parts managing annual PVO of INR 225 cr with larger thrust on localisation. Responsible for -Identifying and selection of suitable vendor, Capacity securing, inking Price & Capacity agreements, Price negotiation & finalisation, Vendor Management, Demand-Capacity management*

**Aug'19 – Nov'2020: BS&B Safety Systems (P) Ltd. (Sanmar Group), Chennai as Senior Manager- Purchase. Company manufactures Rupture Disks for various application in many sectors**

*Led complete Direct, Indirect & Capex Purchase as HOD.*

**Aug'12 – Jul'19: L&T Valves Ltd. (Formerly Audco India Ltd.), Chennai. Company is leading manufacturer of various types of Industrial valves**

**Growth Path | |**

**Aug'16 – Jul'19: Assistant Manager-Key Account Contracts Management**

*Project planning, execution & deliver within CDD. Project technical documents & purchase specification approval. Change order management. Project commercial aspects. Payment collection & VoC.*

**Aug'15 – Jul'16: Assistant Manager-Procurement**

*Strategic Sourcing, Purchasing, Supplier Quality & Audit, Supplier Portfolio & Performance Management.*

**Jan'12 – Jul'15: Senior Executive- Special Projects (Planning & Materials)**

*Material Planning & Control–Material master, BOM integrity & maintenance. Responsible for Forgings, Bar stock, Actuators, BOF (Metal, Rubber parts), Subcontract processes (Machining, Welding, Cladding)*

**Nov'02 – Jan'12: Audco India Ltd., Chennai ( the co. was renamed as L&T Valves in Jan'12)**

**Growth Path:**

**Jul'09 – Jan'12: Executive- Project Purchase**

**Aug'07 – Jul'09: Executive- Pre-sales**

**Aug'05 – Jul'07: Senior Engineer- SCM**

**Dec'03 – Jul'05: Engineer- Purchase**

**Aug'03 – Nov'03: Buyer (Deputation)**

**Nov'02 – Jul'03: MRP Controller (Deputation)**

### Role:

- ❖ Steered in directing the team, ensuring availability of price & quality information records, setting KPIs for suppliers, optimizing composition of supplier portfolio considering competence, risk, cost requirements; demand forecasting and flow down to suppliers, ensure material availability in line with demand & production plan
- ❖ Managed RFQ/RFI, bid analysis, tender, supplier due diligence, supplier finalization, negotiation contracts and signing of framework agreement, sourcing of Direct materials to the Sales plan, sub-contracting purchases
- ❖ Directly managed company's (for 3 plants) Casting requirement in Central Purchasing. Sand and Investment castings – Steel, Cast Iron, Nickel Aluminium Bronze.
- ❖ Spearheaded and ensured Capex - requirement gathering from user departments, quotes, proposal submission to management, obtaining capex budget approval, negotiation, conduct kick-off meeting, ordering, milestone payment, follow up with suppliers for delivery within agreed time, organizing on-site inspection, ensure successful installation, commissioning / prove out

- ❖ Engaged in reviewing supplier performance management, spend analysis, category budget management, project Cost optimization and drove cost optimization
- ❖ Conducted periodic vendor audit and devised corrective and preventive action with suppliers, execution of contract liaising with legal and other stakeholders as appropriate; ensured HSE policies were enforced at supplier works and are part of contract
- ❖ Supervised indirect purchases & services including Factory Supplies, Consumables, Packaging Materials, Spares and services for - Plant & Machinery maintenance, Office administration and maintenance
- ❖ Formulated SCM plans for smooth execution of projects within time & cost parameters; developed alternate sources, mitigated supply risk and assisted in negotiating supply agreements with strategic and critical suppliers
- ❖ Sustained partnerships suppliers; managed supplier performance to ensure meeting of service, cost, delivery and quality norms
- ❖ Forecasted materials using both constant and trend models, with special consideration to future consumption; developed & implemented key procurement strategies & ensured they were aligned with statutory requirements
- ❖ Facilitated in-depth analysis, spend analysis, supplier assessments, financial perspective, and market analysis to be used to improve the supply chain and help leverage the supplier base & reduce costs
- ❖ Built a framework of quality standards, procedures & systems and ensured smooth implementation of same at supplier's end
- ❖ Promoted cost reduction through negotiations, localization, raw material optimization, vendor base consolidation, second source development, and value engineering & value analysis activities
- ❖ Delivered capabilities in handling Key Customer Accounts in B2B-Domestic & International projects. Handled International Consortium led projects, global EPCs, PSUs, Channel partners in industry segments- Oil & Gas, Power, Steel, Water, Process industries, Mining, Infrastructure, Defence, Nuclear and Aerospace
- ❖ Effective co-ordination with R&D / Engineering, QA/QC, Sales & Marketing, Operations, Logistics in order to achieve business and customer needs.



### TECHNICAL SKILLS

- ❖ SAP Modules-MM, Purchase, Planning and S&D
- ❖ Proficient in MS Office tools



### PERSONAL DETAILS

**Date of Birth:** 29<sup>th</sup> September 1979

**Languages Known:** English, Tamil & Hindi (Basic)

**Address:** Chennai – 600088